

Our Mission and Values:

Founded in 1995, the First Peoples Fund (FPF) is a non-profit American Indian art services organization that supports the advancement of American Indian arts through its three programs: the annual Community Spirit Award (CSA), the Artist in Business Leadership (ABL), and the Cultural Capital (CC) Grant Fellowship Programs. The Fund's mission is to honor and support the creative community-centered First Peoples artists; and nurture the Collective Spirit® that allows them to sustain their peoples. In the spirit of reciprocity, the First Peoples Fund announces the 2013 Artist in Business Leadership Grant Fellowship Program and invites you to propose a project.

About the Program:

First Peoples Fund selects established Native artists in mid career, practicing artists for at least 10 years, who have made a personal commitment to pursue their art as a viable business. Fellowships are offered to members of Tribes from Northern Great Plains located in South Dakota, North Dakota, Montana, Wyoming, Western Dakota of Minnesota, Nebraska, the Eastern Plateau region of Idaho, Oregon and Washington, a tribe from the Great Lakes Region of Minnesota, Michigan, or Wisconsin, a tribe belonging to the U.S. Eastern Seaboard states, Oklahoma as well as Native Hawaiian or an Alaska Native tribe. Affiliated Canadian First Nations artist applicants are eligible

The one-year 2014 ABL fellowship program will:

- Strengthen the Collective Spirit®, to achieve greater access to unrealized cultural potential, and help to foster greater generosity;
- Strengthen marketplace entry, achieve greater access to unrealized market opportunities, and sustain financial independence and strengthen Collective Spirit®;
- Aid in networking with other ABL, CC, and CSA fellowship artists by participating in a minimum of one intensive art marketing and professional development seminar;
- Provide individualized technical assistance appropriate to the grant project;
- Provide a justified working capital grant of up to \$5,000.00 for direct costs associated with the intended one year project, marketing plan/strategy, or business goal as defined by the artist applicant.

To be eligible Artist applicants must:

- Be established in their career, having relied primarily on their art as income for at least 5 years.
- Be a member of a **Northern Great Plains tribe located in South Dakota, North Dakota, Montana, Wyoming, Western Dakota of Minnesota, Nebraska, the Eastern Plateau region of Idaho, Oregon and Washington, a tribe from the Great Lakes Region of Minnesota, Michigan, or Wisconsin, a tribe belonging to the U.S. Eastern Seaboard states, Oklahoma as well as Native Hawaiian or an Alaska Native tribe. Affiliated Canadian First Nations artist applicants are eligible.**
- Demonstrate a strong vision and articulated plan for implementing effective market strategies over the one-year fellowship period and use this opportunity to explore new projects and works.
- Demonstrate the spirit of generosity and giving within their communities.

Program Commitment

- Upon selection, each artist is required to sign a Letter of Agreement and fulfill the terms of the agreement in addition to submitting an Internal Revenue Service W-9 form, and to fully attend at least one FPF convening.

FPF honors and upholds the traditional values of Collective Spirit® and works with artists who:

- Possess and demonstrate values that are in alignment with the values of the Fund
- Exhibit willingness and an open minded attitude with all aspects of the program activities.
- Demonstrate ties to their tribal community and share their artistic talents within their community or other communities.
- Show a strong commitment to keeping tribal heritage and culture alive.
- Exhibit the qualities of an entrepreneur, which are generally agreed to be: risk-taking, tenacious, resourceful, creative/solution oriented, action oriented and passionate with strong evidence of community leadership.
- Are willing to strengthen within themselves the following ABL values – ***Independence, Generosity, Satisfaction, and Credibility.***

Artist in Business Leadership Application Guidelines**A completed application must include 5 copies of the following, IN THIS ORDER:**

1. Artist in Business Leadership Application (NOT handwritten)
2. Artist Statement or Resume
3. Recent examples of your current marketing and promotional materials or website – limit 3 examples
4. Two letters of reference
5. Proof of tribal affiliation
6. 5 examples of your most recent artwork
(You MUST submit 5 copies of each example if your artwork is in the form of a book, audio CD, DVD or any other artwork in hard copy form)
Digital photos must be in jpeg format and should not exceed 1MB in size
We strongly recommended submitting high quality photos that capture the details of your art
7. Description of your artwork (for example a WORD doc describing each digital image sent)
*****You must send 5 copies of items 1-7 to be considered.**

Submission

Electronic Submission (preferred): Use original application. DO NOT RE-CREATE APPLICATION.

Photos must be sent digitally in jpeg format and should not exceed 1MB. Other attachments may be sent in PDF or WORD format.

Email to miranne@firstpeoplesfund.org

Hard Copy Submission: Use original application. DO NOT RE-CREATE APPLICATION. (5 copies)

5 copies of your artwork must be submitted whether hardcopy or on a CD/DVD. All photos must be in jpeg format and should not exceed 1MB.

Note: If you are submitting a Book, CD with music, or a DVD, we must have 5 copies of each to be considered.

2014 Grant Cycle Timeline:

Deadline: Postmarked by September 1, 2013

Selection Announcement: November, 2013



Part I Artist Application

Name:	
Address:	
City, State, Zip:	
Home Phone:	Cell Phone:
Email:	
Website:	
Art Medium:	
Tribal Affiliation:	
How did you become aware of First Peoples Fund?	

References: Two letters of references must accompany application to be considered.

Reference #1

Name:
Address:
City/State/Zip
Email:
Phone:

Reference #2

Name:
Address:
City/State/Zip
Email:
Phone:

I certify that I meet the eligibility requirements specified in the application guidelines and to the best of my knowledge the statements in this application are true. I understand that the terms and conditions of the fellowship may be subject to change.

Applicants Signature

Date



Part II – About the Artist

1. Please tell us about yourself and your art, addressing each of the following : What motivates you?
What has been your most rewarding experience in creating and selling your art?
What has been the greatest challenge in establishing your art career?
2. How long have you been creating and actively marketing and selling your art?
3. In the past, have you completed a marketing or business plan? <input type="checkbox"/> Yes <input type="checkbox"/> No
4. If yes, were you able to secure financing for your business? <input type="checkbox"/> Yes <input type="checkbox"/> No
5. What specific areas of business related training have you received in the past 3 years? <input type="checkbox"/> Marketing <input type="checkbox"/> Business Plan <input type="checkbox"/> Bookkeeping/Accounting/Financial Planning <input type="checkbox"/> Tax Preparation <input type="checkbox"/> Computer Software and Technology <input type="checkbox"/> Web design/development <input type="checkbox"/> Legal Issues; copyright/trademark/patents <input type="checkbox"/> Other:
6. Are you currently filing your federal and state taxes? <input type="checkbox"/> Yes <input type="checkbox"/> No If yes, how many years? _____
7. What grants or awards have you received in the past 5 years?
8. What have been the most effective methods of marketing your art over the past five (5) years? Rank each of the following marketing methods in order of importance to you, with 1 being the most effective and 5 the least effective. Indicate below what percent of your income has been from this form of marketing?
Rank: _____ Regional and National Indian Art Markets _____%
_____ Locally in your community/town/city _____%
_____ Shows at a gallery or museum _____%
_____ Direct to individual collectors of buyers _____%
_____ Non-native markets _____%
_____ Online markets _____%
If you use online markets, what sites do you use?



Part III – Your Project

Describe your one year project. (one page)

**Part IV – Project Workplan and Timeline****Goals:**

1. What are your one year marketing and or business goals? Describe briefly how you plan to accomplish this goal. (2-3 brief sentences)
2. What is your Marketing Improvement Plan for this year's FPF Fellowship? Describe the new tools or processes you will develop.
3. What additional resources might be required to achieve your proposed one-year marketing and/or business goal? Are these available locally in your community? If so, list available resources.
4. Please describe specific examples of how you share, or will plan to share your knowledge and expertise with others in your community.

Complete the Project Work Plan and Timeline below and provide key activities for achieving your goals (example: videotape interviews with 15 elder basket weavers). This action plan will support the overall goal of your project narrative and provide critical information related to objectives, tasks/activities, time-line for accomplishment, and outcomes. As you design actions to be taken, include key steps toward accomplishment.

Quarter One: January 2014 to March 2014

Action:		Completion Date:
Action:		Completion Date:
Action:		Completion Date:

Quarter Two: April 2014 to June 2014

Action:		Completion Date:
Action:		Completion Date:
Action:		Completion Date:

Quarter Three: July 2014 to September 2014

Action:		Completion Date:
Action:		Completion Date:
Action:		Completion Date:

Quarter Four: October 2014 to December 2014

Action:		Completion Date:
Action:		Completion Date:
Action:		Completion Date:



Please complete the budget worksheet and budget narrative below.

Budget Narrative – Please provide detail on each numbered expense (include info on researched bids)	
1.	Consulting services:
2.	Travel:
3.	Material/Supplies:
4.	Equipment:
5.	Marketing:
6.	Other: